








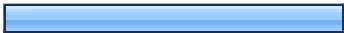










1. How large is your business?

		Response Percent	Response Count
Self-employed		37.4%	505
1-4 employees		29.7%	401
5-14 employees		16.0%	216
15-19 employees		3.1%	42
20-49 employees		6.8%	92
50-99 employees		3.3%	44
100-250 employees		2.0%	27
251-500 employees		1.0%	13
Over 500 employees		0.7%	9
answered question			1,349
skipped question			0

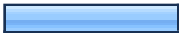




2. How much in annual sales did your business have in the last 12 months?

		Response Percent	Response Count
\$0 - \$99,999		50.8%	685
\$100,000 - \$499,999		21.4%	289
\$500,000 - \$999,999		7.4%	100
\$1,000,000 - \$4,999,999		12.2%	165
\$5,000,000 - \$9,999,999		2.6%	35
\$10,000,000 - \$49,999,999		2.5%	34
Over \$50,000,000		3.0%	41
answered question			1,349
skipped question			0



3. Is your company SWaM-certified (Small, woman or minority owned) with the Virginia Department of Minority Business Enterprise?

		Response Percent	Response Count
Yes		35.7%	482
No		64.3%	867
answered question			1,349
skipped question			0









4. How old is your business?

		Response Percent	Response Count
0-1 year		25.9%	349
2-5 years		21.9%	295
6-10 years		16.1%	217
11-20 years		13.0%	176
Over 20 years		23.1%	312
answered question			1,349
skipped question			0

5. Do you own interests in more than one business?

		Response Percent	Response Count
Yes		24.5%	331
No		75.5%	1,018
answered question			1,349
skipped question			0

6. Where is your primary business location?

		Response Percent	Response Count
Northern Virginia (Fairfax, Winchester, Fredericksburg)		35.9%	484
Central Virginia (Richmond, Petersburg, Charlottesville)		22.4%	302
Eastern Virginia (Norfolk, Newport News, Virginia Beach)		21.0%	283
Valley (Harrisonburg, Lexington, Roanoke)		7.9%	106
Southwest Virginia (Blacksburg, Bristol, Stuart)		6.7%	91
Southside Virginia (Martinsville, Danville, Brunswick)		3.0%	41
Outside of Virginia		2.7%	36
International/Outside of U.S.		0.4%	6
If outside Virginia or U.S., please tell us where			49
answered question			1,349
skipped question			0

7. How would you characterize the strength of Virginia's overall economy?

		Response Percent	Response Count
great		1.8%	24
pretty good		33.4%	451
fair		49.1%	662
not good		12.1%	163
poor		3.6%	49
answered question			1,349
skipped question			0

8. How would you describe the performance of your business in the last 12 months?

		Response Percent	Response Count
great		7.0%	95
pretty good		29.1%	393
fair		39.9%	538
not good		17.9%	242
poor		6.0%	81
answered question			1,349
skipped question			0








9. Please tell us how important the following are to the future growth of your business:

	Critically Important	Important	Not Important	N/A	Response Count
Raw material costs	24.8% (328)	27.8% (369)	19.8% (263)	27.8% (368)	1,325
Reduction in sales/losing customers	60.6% (792)	28.5% (372)	4.9% (64)	6.3% (82)	1,306
Sales growth/finding new customers	76.2% (1,009)	21.1% (280)	1.4% (18)	1.5% (20)	1,324
Finding qualified workers	23.8% (317)	37.2% (496)	22.3% (297)	17.3% (231)	1,332
Access to credit	25.4% (337)	36.3% (482)	28.7% (381)	9.9% (132)	1,327
Healthcare and other insurance costs	31.7% (423)	37.4% (499)	19.2% (256)	12.5% (166)	1,333
Corporate income taxes	29.3% (387)	39.3% (519)	18.2% (241)	13.6% (180)	1,322
Government regulation	33.0% (435)	40.8% (538)	19.6% (258)	6.9% (91)	1,318
General economic climate	62.1% (828)	34.7% (462)	2.8% (37)	1.3% (17)	1,333
Energy costs	29.6% (388)	43.3% (568)	21.2% (278)	6.5% (85)	1,312
Other (please specify)					94
answered question					1,349
skipped question					0














10. How familiar are you with the current assistance resources available to Virginia businesses?

	I have used this resource	I'm familiar with, but haven't used	I have heard of it	I have never heard of this	Response Count
Virginia Small Business Financing Authority (VSBFA)	1.9% (26)	21.0% (281)	26.7% (358)	50.5% (677)	1,340
Virginia Jobs Investment Program (VJIP)	1.7% (22)	11.9% (158)	20.5% (273)	66.1% (880)	1,332
Virginia Business Information Center (VBIC)	5.7% (76)	14.8% (196)	26.9% (357)	52.8% (700)	1,327
Virginia Business One Stop (BOS)	15.8% (211)	11.6% (155)	17.7% (236)	55.3% (740)	1,337
Virginia's Finest Marketing Program	2.9% (39)	14.5% (192)	16.5% (219)	66.1% (876)	1,325
Virginia Grown Marketing Program	2.8% (37)	14.4% (189)	17.0% (224)	65.8% (865)	1,314
Center for Innovative Technology's (CIT) GAP Loan Fund	1.0% (13)	10.4% (137)	18.0% (237)	71.0% (936)	1,318
Small, Woman and Minority Owned (SWaM) Certification Program	28.3% (378)	26.6% (355)	22.4% (299)	22.9% (306)	1,335
Small Business Development Centers (SBDC's)	18.8% (249)	26.4% (350)	24.0% (318)	31.2% (413)	1,325
Service Corps of Retired Executives (SCORE) Counseling	13.3% (177)	26.8% (355)	21.0% (279)	39.3% (521)	1,327
Small Business Administration (SBA) Loan Programs	9.2% (122)	49.4% (657)	30.2% (401)	11.8% (157)	1,330
Virginia Economic Development Partnership's (VEDP) VALET or AIM Programs	1.7% (23)	14.9% (200)	22.3% (298)	61.4% (822)	1,338
Virginia Tourism Corporation (VTC) Support Programs	10.2% (136)	19.3% (258)	21.5% (287)	49.4% (660)	1,336
Department of Labor/Industry Sharp/VPP Program	0.9% (12)	9.6% (127)	17.6% (234)	72.0% (957)	1,329
answered question					1,349
skipped question					0



11. What methods can the Commonwealth use to best reach entrepreneurs and small business owners?

		Response Percent	Response Count
TV ads		26.6%	359
Radio ads/Public Service Announcements (PSA's)		27.0%	364
Newspaper		25.2%	340
Magazines		15.8%	213
Social Media (Facebook, Twitter, YouTube, etc.)		45.4%	612
Email		81.8%	1,103
Mobile Applications (Apps)		20.5%	277
Other (please specify)			196
		answered question	1,349
		skipped question	0



12. In thinking about how the state could help more small businesses get started and more existing businesses grow, please choose the top 4 programs below that would most help your business.

		Response Percent	Response Count
Information on the startup process		28.2%	381
Loan programs for businesses		47.2%	637
Workforce training programs		13.7%	185
Social media training		23.9%	322
Marketing research and promotion		50.0%	674
Reduced licensing/permitting fees		37.6%	507
Leadership/management training		19.2%	259
Tax relief for businesses less than 2 years old		37.4%	504
Elimination or reduction of the Corporate Income Tax		32.8%	443
Mentorship programs		22.6%	305
Assistance with Small, woman or minority owned (SWaM) business certification		26.8%	361
Assistance with getting state contracts		38.8%	523
Reduced eVA fees for state contracting		18.1%	244
Other (please specify)			118
answered question			1,349
skipped question			0



13. Supporting business incubators

		Response Percent	Response Count
Yes		56.6%	764
No		43.4%	585
		answered question	1,349
		skipped question	0



14. Developing financial incentives to encourage businesses to create jobs

		Response Percent	Response Count
Yes		77.8%	1,049
No		22.2%	300
		answered question	1,349
		skipped question	0



15. Helping businesses grow domestic business-to-business sales

		Response Percent	Response Count
Yes		67.5%	911
No		32.5%	438
		answered question	1,349
		skipped question	0



16. Helping businesses grow international sales

		Response Percent	Response Count
Yes		42.0%	567
No		58.0%	782
		answered question	1,349
		skipped question	0



17. Helping businesses grow sales to state or federal government

		Response Percent	Response Count
Yes		64.2%	866
No		35.8%	483
		answered question	1,349
		skipped question	0



18. Helping businesses to reduce payroll expenses

		Response Percent	Response Count
Yes		62.0%	836
No		38.0%	513
		answered question	1,349
		skipped question	0



19. Helping businesses reduce the cost of raw materials, including energy

		Response Percent	Response Count
Yes		61.1%	824
No		38.9%	525
		answered question	1,349
		skipped question	0



20. Reducing corporate tax expense

		Response Percent	Response Count
Yes		58.1%	784
No		41.9%	565
		answered question	1,349
		skipped question	0



21. Developing ways to make capital investment less costly

		Response Percent	Response Count
Yes		67.9%	916
No		32.1%	433
		answered question	1,349
		skipped question	0



22. Support entrepreneurship and business growth seminars

		Response Percent	Response Count
Yes		70.6%	952
No		29.4%	397
		answered question	1,349
		skipped question	0

23. Offering loan programs to small businesses at below-market rates

		Response Percent	Response Count
Yes		74.9%	1,011
No		25.1%	338
		answered question	1,349
		skipped question	0

24. Designing programs to specifically support certain high-growth, young companies (i.e. technology or manufacturing) while excluding other types of companies (i.e. retail, contractors, etc.)

		Response Percent	Response Count
Yes		35.8%	483
No		64.2%	866
		answered question	1,349
		skipped question	0

25. Should the Commonwealth revise the definition of a "small business" down from 250 employees (for example, down to under 100 employees)?

		Response Percent	Response Count
Yes	<div><div></div></div>	77.6%	1,047
No	<div><div></div></div>	22.4%	302
		answered question	1,349
		skipped question	0

26. We are interested in any other ideas that may help job growth in Virginia. Please share your comments below.

		Response Count
		332
		answered question 332
		skipped question 1,017

27. Please enter your email address to enter to win the \$10 Starbucks gift card.

		Response Count
		1,024
		answered question 1,024
		skipped question 325